Senior Corps Week 2011 Tools & Tips For Earned & Social Media







Housekeeping

- The line will be muted for today's presentation
- At any point, you can ask a question in the Chat feature to your right
- The presentation will be available next week, at www.GetInvolved.gov
- Following the presentation will be a short Q&A





www.GetInvolved.gov

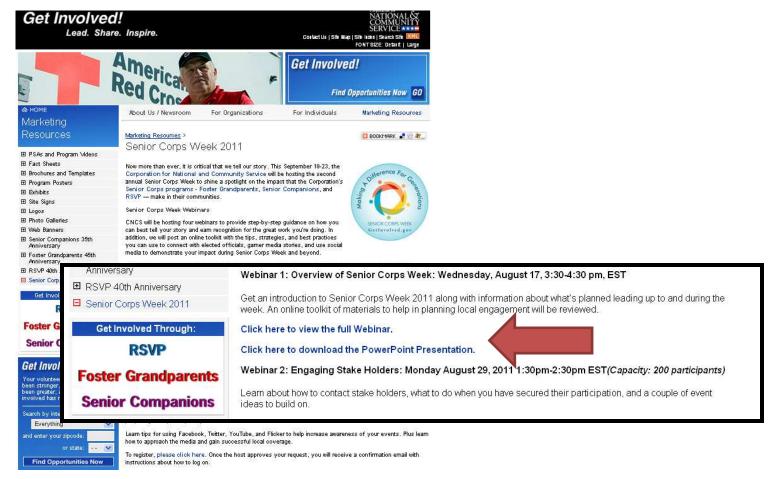








www.GetInvolved.gov/grantees/sc_week/index.asp









SENIOR CORPS WEEK September 19-23, 2011

8/31/2011

Speakers for Today's Webinar



Sandy Scott CNCS



Samantha Warfield CNCS



Matt Guinan CNCS



Paul Quirk GMMB







Agenda

Today's presentation will cover two main topics:

- Some basics about earned media outreach; and
- Basics about social media
 - to promote Senior Corps Week impact stories,
 statistics, photos, activities and events
- Why using these media tools together helps amplify your reach to target audiences





Why Are Earned and Social Media Important?

Engaging reporters and social networks increases awareness of the positive impact that senior volunteers are making in your community

- Your voice is the best way to engage stakeholders, recruit new members and sponsors, and build sustainable programs
- How to talk to them? Connect your individual project and positive community impact to Senior Corps and CNCS
- Why it is important to talk that way? To demonstrate that local impact is made possible by national service
- Share your story and let us know to whom you reach out: Email us at SeniorCorpsStories@cns.gov







What is Earned Media?

- Earned Media refers to outreach to journalists at:
 - Newspapers and Magazines
 - Online news websites/blogs
 - Television
 - Radio Stations



 Outreach to journalists allows you to alert them ahead of time about Senior Corps Week and your organization's events so they can publish a story about it—increasing awareness of Senior Corps





Why **Both** Earned and Social Media?

Earned Media and Social Media work together to reach the widest possible audience in your community

- —People get their news from different places-some online, some from newspapers and TV
- —Having a journalist write a story about your project is great
 - But it will likely happen only a few times per year
- -Using social media creates two-way communication
 - Allowing you to have a conversation with your community—share news and feature volunteers, and for your community to participate, share and comment on your updates







Earned Media Terms

- Press Release
 - A press release, or news release, is a written communication directed at members of the news media for the purpose of announcing something ostensibly newsworthy.
- Letter to the Editor (LTE)
 - A letter sent to a publication about issues of concern from its readers
- Media advisory
 - Media advisories tend to deal with event news, and serve as an invitation for journalists to attend
- Press list
 - A list of specific contacts at news outlets who you want to cover your story. These are the contacts you plan to send your media advisory and/or press release







The Process of Engaging Journalists

Create a written plan that contains all the information you will need to contact reporters and put on an event (optional)

- Timing and logistics of your event
- Targeted media list
- Timing of media outreach and your pitch
- Authoring a letter to the editor or an op-ed
- Your key messages and written materials
- Setting up the event









Timing and Logistics of Your Event

*remember, holding an event is optional

Make your event (an open-house, service activity) media-friendly:

- Hold your event in a venue that is easy to find and has proper signs
- Late weekday morning or early afternoon are the best times to attract media
- Invite a "star" such as a local politician or other community stakeholder
- Invite the media to come at a time when action is happening (i.e. service)
- Make sure to call broadcast media the morning of your event, coverage decisions are usually made the same day
- Tie your event to the national story: Use national statistics to tie your local efforts to national issues







Creating a Targeted Media List

- Consider the reporters you want to reach.
 - Consider the issue you are working on (education, health, partnering with a business) and look for a reporter covering it
 - Community calendar many newspapers, TV and radio stations list upcoming events
 - Human Interest or Features many news outlets have reporters who cover "good news" stories about people making a difference in the community





Creating a Targeted Media List (cont.)

- Include the general phone number for each outlet, direct lines to specific contacts and email addresses.
- Specific contacts the list might include:
 - Newspaper: Top editor, city editor or community editor
 - TV: News editor, assignment editor, station manager, public affairs producer
 - Radio: News editor, station manager
 - Local Blogs: contact email address
 - Other: Editors of special interest weeklies & seniorfocused publications







Timing your Media Outreach

2 weeks before your event:

- Adapt Senior Corps Week press kit
- Write media advisory
- Ask Senior Corps volunteers to draft letters to the editor
- Identify spokesperson/spokespeople
- Assign people to reach out to specific reporters
- Begin gathering photos of service activities you can share with reporters for stories in print publications







Timing your Media Outreach

1 week before your event:

- Distribute media advisory to contacts
- Place your advisory on your website and share it with partners
- Make follow-up phone calls to reporters

Day of your event:

- Distribute your "day-of" press release to the media; post it on your website
- Make another round of follow up calls

Senior Corps media kit:

• Template materials available online at GetInvolved.gov







Authoring a Letter to the Editor

Letters to the editor (LTEs) can be used in conjunction with an event or as stand-alone pieces

- Review the LTE template found in the Senior Corps Week toolkit
- Consider focusing on one member or project to tell a clear, compelling story
- Multiple LTEs may be submitted to newspapers by different individuals, and should tell the story from their individual point of view.
- To submit an LTE, read your newspaper's instructions about when to submit and what information to include
 - Instructions are found on the newspaper's website or in a copy of the paper







Making your Pitch

Develop story ideas to share with reporters:

- Focus on success
- Make a personal connection to your project
- Tell your story with visuals
- Engage community stakeholders to participate









The Press Kit

Prepare press kits for media at your event, so they have the background information they need to write a good story. Press kits should include:

- A folder
- Your event press release (see template in the Senior Corps Week toolkit)
- Factsheet on your organization and the organization your members are serving
- Factsheet on Senior Corps
- A copy of your latest newsletter (if you have one)
- Your business card







Signage for the Event

- Create directional signs so people know where to go.
 - For example, a "Media Registration" sign directing media members to sign-in and pick up press kits.
- Consider creating nametags for all guests and staff attending the event
 - So all attendees are easily identifiable







Staffing your Event

- Designate a staff member to handle media relations
 - They will greet media and connect them with spokespersons
- Designate one or two spokespersons
 - Brief them ahead of time on the key messages and statistics that you want to communicate
- Designate one or two volunteers to talk to the media
 - Also brief them ahead of time on questions the reporter might ask so they are prepared







Event photos

- A picture can tell a thousand words!
- Remember that photos can accompany:
 - a Letter to the Editor
 - a story a reporter is writing
 - be sent as a standalone image with a caption of important information













Tools to help with your Earned Media Outreach

- Here are new tools in the Senior Corps Week online toolkit
 - Sample advisory
 - Sample press release
 - Sample letter to the editor
 - Tips on working with the media
 - Guides to taking great photos and video
 - Sample proclamation for use with community stakeholders

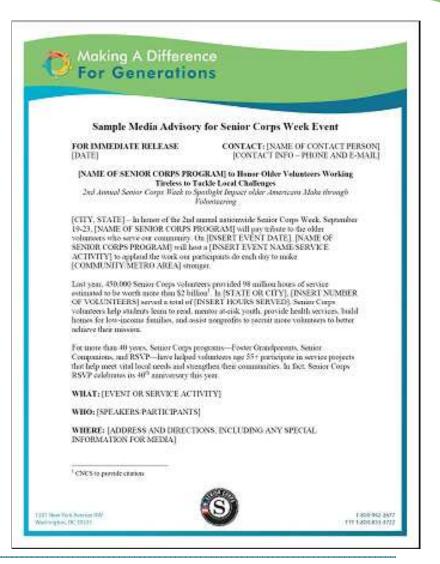






Sample Press Advisory

- Date
- Contact Information
- City/State
- Name of Senior CorpsProgram
- Number of volunteers and hours served
- Event Details
 - Who, What, Where and When info



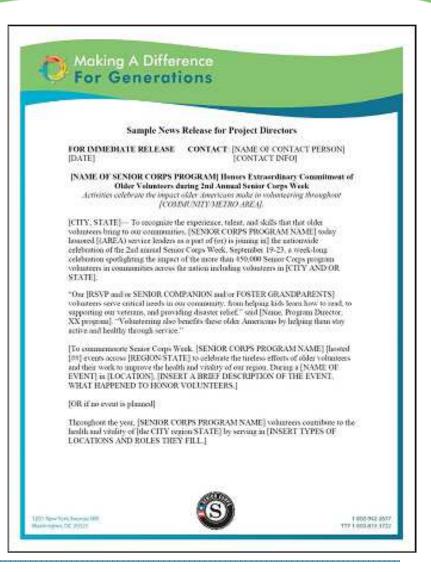






Sample Press Release

- Date
- Contact Information
- Name of Senior Corps
- Program
- City/State
- Quote from project director
- •There are placeholders for other details too!









Sample Letter to the Editor

- Name of Senior Corps Program
- City/State /Community
- Number of volunteers
- Type of Activity
- Event Details (optional)
 - •Who, What, Where, When
- Local program website or GetInvolved.gov
- Sender's name, title and organization



[NAME OF SENIOR CORPS PROGRAM DIRECTOR] Letter to the Editor

Dear Editor:

Senior Corps volunteers are making a real and positive impact in our community each and every day by using their time and talents to tackle local challenges. We pay tribute to the extraordinary contributions that more than 450,000 Senior Corps volunteers are making across the nation; including [X] volunteers right here in [INSERT TOWN/CITY/COUNTY]. I invite community leaders and community members of all ages to join me in honoring these volunteers during the 2nd annual Senior Corps Week, September 19-23.

For more than 40 years, Senior Corps programs—Foster Grandparents, Senior Companions, and RSVP—have helped volunteers age 55+ participate in service projects that help meet vital local needs and strengthen their communities. This year, [INSERT NUMBER] Senior Corps volunteers in [INSERT TOWN/CITY/COUNTY] have given their time by [INSERT MOST APPLICABLE ACTIVITY: i.e. tutoring or mentoring students, supporting veterans and military families, providing disaster relief].

Across the nation, communities are planning events and service activities to celebrate Senior Corps Week. In [INSERT TOWN/CITY/COUNTY] the [INSERT SENIOR CORPS PROGRAM NAME] will be hosting [INSERT APPLICABALE EVENT OR SERVICE ACTIVITY] on [INSERT DATE] at [INSERT LOCATION]. This [EVENT/SERVICE ACTIVITY] is open to the public and I hope you will join me in our celebration.

Please visit [IF APPLICABLE INSERT YOUR LOCAL SENIOR CORPS WEBSITE IF NOT USE GETINVOLVED.GOV] GetInvolved.gov to learn more.

Sincerely,

[YOUR NAME] [YOUR TITLE] [YOUR PROGRAM NAME]

1201 New York Avenue NW Washington, DC 20525



1-800-942-2677 TTY 1-800-833-3722







Additional Online Resources

CNCS State Profiles:

www.nationalservice.gov/about/role_impact/state_profiles.asp









Additional Online Resources

Volunteering In America: www.volunteeringinamerica.gov









What We Will Do To Assist Your Efforts

- The Corporation will conduct national media outreach to print, TV, radio and online outlets around the week
- The Office of Government Relations (OGR) notified local Congressional offices about Senior Corps Week and the impact Foster Grandparents, RSVP, and Senior Companion programs are making







What We Will Do To Assist Your Efforts (cont.)

The Corporation is also doing the following:

- Drop-in Article promoting all three Senior Corps programs
- Conduct a Radio Media Tour
- Commentary piece by Senior Corps Director, Dr. Erwin Tan







What We Will Do To Assist Your Efforts (cont.)

 Senior Corps will update its national Senior Corps social media channels with Senior Corps Week updates and stories.









What Is Social Media?

- Social media is a two-way conversation
- Social media is the use of technology combined with social interaction to create or co-create value
- It provides new tools to reach stakeholders, recruit volunteers and broadcast Senior Corps messages, impact and activities























Why Use Social Media?

- 60 million Baby Boomers are online
- Social media usage increased from 25% to 47% among users ages 50-64
- +11 Million adults 55+ are on Facebook
- 83% of U.S. adults have a cell phone, 42% of which have a Smartphone









Simple Ways To Use Social Media







Use Your Program's Website

- Promote Senior Corps Week and Senior Corps social media platforms on your organization's website:
 - Feature Senior Corps Week information prominently on your website
 - Ensure links to the Senior Corps website, Facebook page and Twitter handle are clearly displayed on your website





Use Your Program's Website – An Example





RSVP utilizes the skills and interests of individuals age 55 and older to provide meaningful volunteer opportunities and meet schools, government agencies, public agencies

and healthcare facilities.



Senior Companions Senior Companions reach out to other adults who need extra assistance to live independently in their own homes or or exceptional needs. Eligible volunteers earn priority community needs. Volunteers serve in communities. Eligible volunteers earn a tax free hourly stipend.

Find a Senior Corps Program in your area.

Click on the map below







What Is Facebook?

- Facebook is a social networking site with more than 750 million global users, that allows you to make connections with others in your volunteer community and across the nation
- It is a great way to reach close to 13 Million, 55 + people with your Senior Corps Week messages, recruit volunteers and get updates on Senior Corps Week events





Facebook – Home Page



* See Appendix for Facebook Key







Facebook – Getting Started

- Go to <u>www.facebook.com</u> and create a profile, a page or both:
 - Profiles are personal pages created by you for you
 - Pages are created for brands, organizations, businesses, and public figures – these types of pages are run by an administrator





Facebook – Creating a Personal Profile

- Go to www.facebook.com
- Sign-up and register your account
- Confirm your email:
 - Facebook will send you a confirmation email with a link to your new account
- Click on the link to visit your new Facebook profile







Facebook – www.facebook.com Sign-up









Facebook – Creating a Program/Project Page

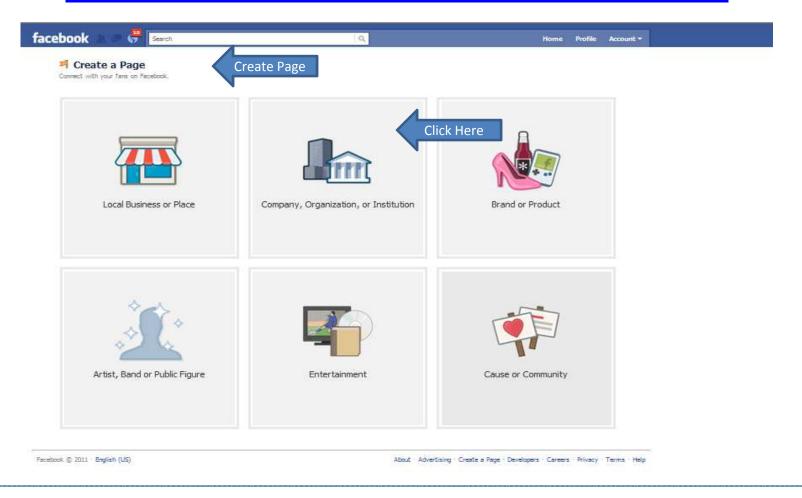
Go to <u>www.facebook.com</u>

 To create a page, (example: Senior Corps Illinois) go to facebook.com/pages/create.php and click on "create a new page"





www.facebook.com/pages/create.php

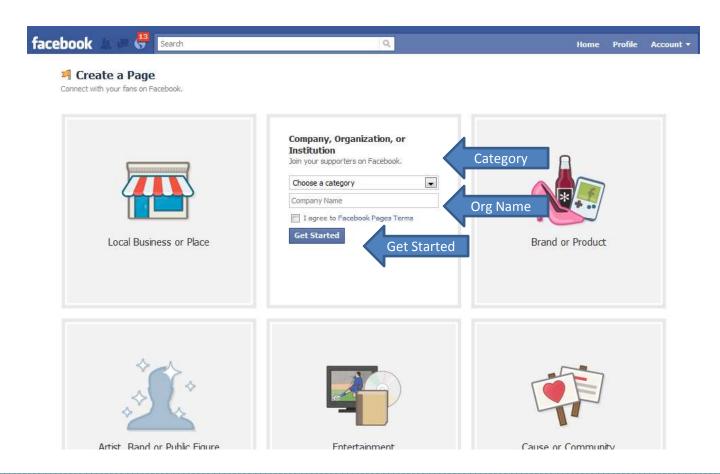








Facebook – Choose A Category And Name

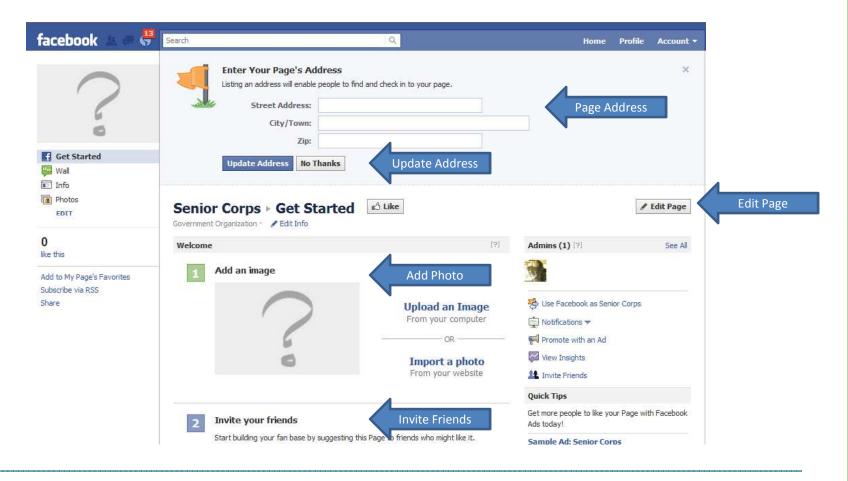








Facebook – Edit Organization Info

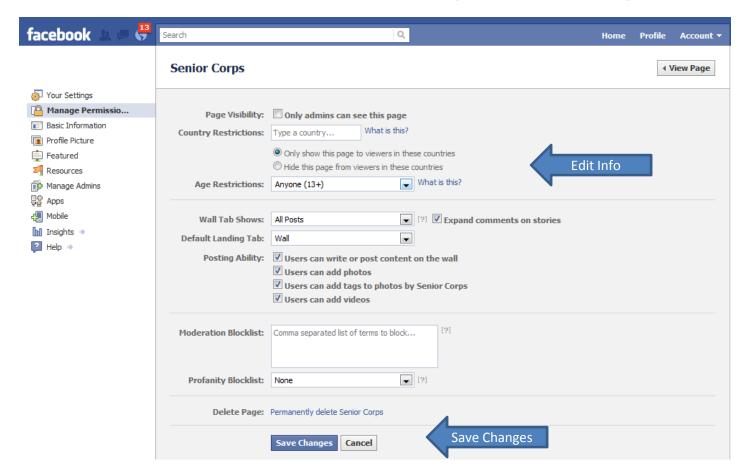








Facebook – Edit Page Settings









Facebook – Preview & Publish Your Page!









Facebook – Page Step Summary

In summary:

- Enter your organization's address. Click on "Update Address"
- "Like" your page by clicking on the "Like" botton. You need
 25 people to "Like" your page before it will be public
- Add an image
- Invite your friends
- Edit your page settings by clicking on "Edit Page"
- Save your changes
- Preview and publish your page







"Like" Senior Corps On Facebook

- To "Like" Senior Corps on Facebook:
 - Facebook.com/seniorcorps
 - Facebook.com/nationalservice
 - Facebook.com/serve









How To "Like" Senior Corps On Facebook

 When logged onto Facebook, search for Senior Corps in the search box



- Click on the first Senior Corps search result this will take you to the Senior Corps Facebook page
- Click the "Like!" button







Facebook – Share Senior Corps Messages

- When logged into Facebook, type your Status message into the What's on your mind? Box.
- Messaging example:
 - @Senior Corps Week starts September 19th. Help us celebrate the positive impact Senior Corps volunteers are making!











Facebook – Share Senior Corps Messages

- Click the Share button when you are ready to post.
- The post will be published on your wall and in the News Feeds of your friends

 Add the "@" symbol to link people to Senior Corps page!









Facebook – Using the @ mention

- Tagging Senior Corps with the @ symbol will link to the Senior Corps Facebook page and allow your friends to interact with it
- Remember you have to:
 - "Like" the Senior Corps Facebook page first.
 - Select "Senior Corps" from the drop-down box that appears once you begin typing your post with the @ symbol.









Facebook – More Ways To Share (Photo)

 When logged into Facebook, select **Photo** to post photos of you and your Senior Corps team on your profile or page







Facebook – More Ways To Share (Links)

 When logged into Facebook, select Link to post a link to the Senior Corps website







Facebook – More Ways To Share (Video)

 When logged into Facebook, select Video to record or post a video about the impact Senior Corps volunteers are making



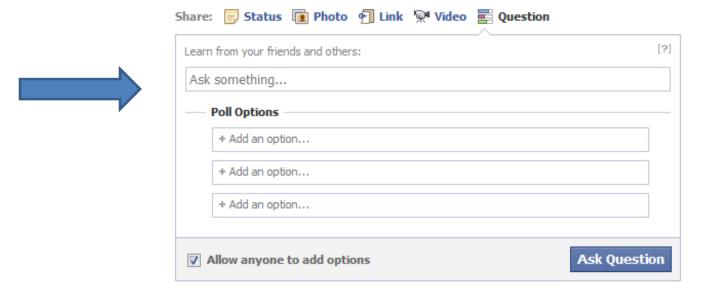






Facebook – More Ways To Share (Polls)

 When logged into Facebook, select Question to see how much your key stakeholders know about your projects and their impact









What Is Twitter?

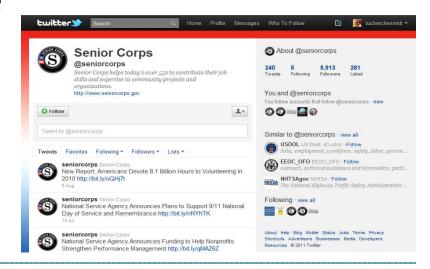
- Twitter is a service where you can send short, immediately visible messages or posts called "tweets"
- Tweets are limited to 140 characters or less
- By signing up for Twitter, you will be able to view important Senior Corps announcements during Senior Corps Week, recruit volunteers and connect with other Senior Corps directors and volunteers around the country





Follow Senior Corps On Twitter

- To follow us on Twitter:
 - Hashtag: #scweek
 - Twitter.com/seniorcorps
 - Twitter.com/nationalservice
 - Twitter.com/ServeDotGov









What Are Blogs?

- From "Web log." A blog is basically a journal that is available on the web. The activity of updating a blog is "blogging" and someone who keeps a blog is a "blogger"
- If you blog, it is a great way to promote all of the great work Senior Corps is doing across the country





Become A Guest Blogger

- Become a guest blogger for a local blog or news site:
 - Get to know people who are writing blogs about your community
 - Try MyBlogGuest.com a forum connecting guest bloggers to blog owners
 - Similar to writing a pitch letter, let them know about the great projects your organization is working on – and ask for a guest post
 - Be sure to include some compelling photos bloggers, like journalists, often like visuals







What Is YouTube?

- YouTube is a video-sharing website where users can upload, share, and view videos. It is the largest video sharing site on the Internet, with over 2 billion videos watched per day
- Be sure to visit the National Service YouTube page to find compelling videos about volunteering and the impact Senior Corps members are making in their community





Subscribe To National Service On YouTube

- To find us on YouTube:
 - YouTube.com/NationalService

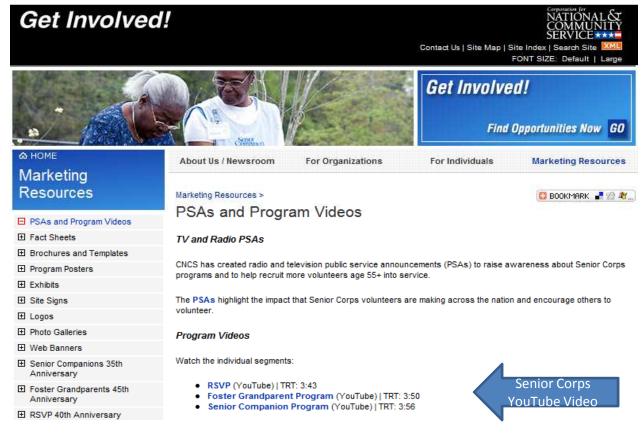








You Tube – Navigating To Video Playlists



Go To: http://www.getinvolved.gov/grantees/psa/index.asp







- Go to <u>www.youtube.com/nationalservice</u>.
- The first step is to press the <Share> button visible on the YouTube watch page for the video you want to share.
- If you see a link that says "View comments, related videos, and more" below the video, click on it, and that will take you to the watch page.
- Click on the Share link. It is located below the video.





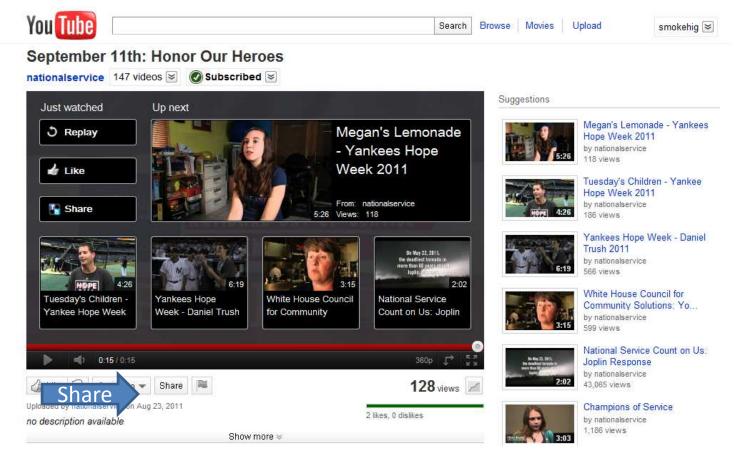








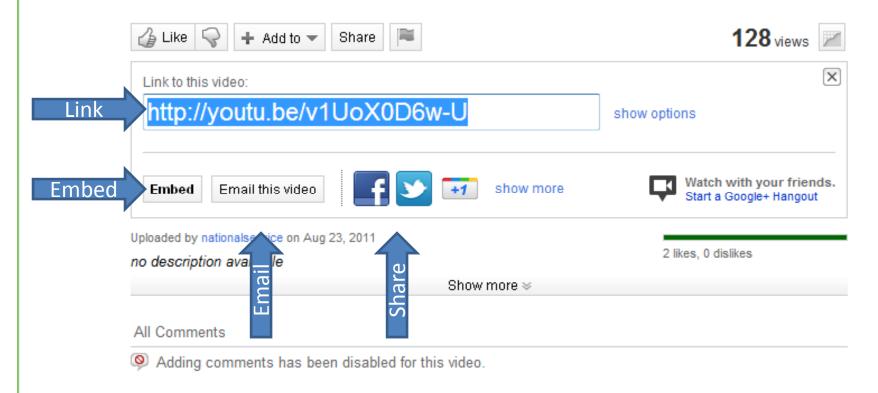


















Join Us On Our Social Networks!

- Facebook
 - www.facebook.com/seniorcorps
 - www.facebook.com/nationalservice
 - www.facebook.com/serve.gov
- Twitter
 - @SeniorCorps
 - @nationalservice
 - @ServeDotGov







Join Us On Our Social Networks!

- YouTube
 - www.youtube.com/nationalservice
- National Service Blog
 - http://www.serve.gov/stories all.asp





Wrap-Up: Why Use Earned and Social Media Together?

Earned Media and Social Media work together to reach the widest possible audience in your community

- **–Earned Media** typically happens at key moments in time throughout the year; **social media** is an ongoing two-way conversation
- -Remember to link your social media and earned media outreach
 - Post coverage your program receives in print and broadcast media on Facebook and YouTube
 - Include links to your Facebook page and other social media channels in press releases, on your website, newsletter, other communications
- -Link your social media channels to Senior Corps and CNCS
 - •To help share your coverage more broadly







Summary of Resources

- GetInvolved.gov (for marketing materials, online toolkit, volunteer opportunities)
- NationalService.gov/pubs (Senior Corps Week and program marketing materials)
- Tvaccessreports.com/GetInvolved (to view/listen to PSAs)
- SeniorCorpsStories@cns.gov (where to send stories and questions)





Thank you for joining us!

 This concludes the third and final webinar in our webinar series.

 You will be able to access this presentation as well as the other two webinars at www.GetInvolved.gov





Questions

Phone lines will now be opened for questions!







Appendix







Facebook – Home Page



* See Appendix for Facebook Key







Facebook – Home Page Key I

- Requests, Messages & Notifications: A red number will appear if you have a new request, message or notification
- 2. Left Pane: You can view and access Facebook's core features
- 3. Friends Online: Shows friends that are online and provides links to chat with them
- 4. Publisher or **What's On Your Mind?**: Where you share on Facebook (status, photo, link, video, etc.)







Facebook – Home Page Key II

- 5. Stream: Shows the Top News or Recent Activity streams made by your friends. You can respond to a post with Like, Comment or Share
- 6. News Feed Options: Filter by Top News or Most Recent
- 7. Toolbar: Access your home page,
- 8. Toolbar: Access your profile page







Facebook - Home Page Key III

- 9. Toolbar: Access your account settings.
- 10. Events, Suggestions & Ads
- 11. Chat Window





Twitter - Home Page









Twitter - Home Page Key I

- 1. Twitter Home Page: This is your Twitter home page
- 2. Profile tab at the top, middle: This is where you find your information
- 3. Messages, right next to the profile tab: Private messages to you
- 4. What's Happening Box: This is where you can type your tweets





Twitter - Home Page Key II

- 5. Timeline: Shows recent tweets of people you follow
- 6. @Mentions: List of tweets where you are mentioned by name. To mention someone type @, then type their username
- 7. Retweets: Forwarded tweets
- 8. Searches: Your saved searches
- 9. Lists: Organize people you follow







Twitter - Home Page Key III

- 10. Your Tweets: See your most recent tweet
- 11. Following: See how many people you are following, and
- 12. Followers: See how many people are following you
- 13. Trends: The most talked about subjects on Twitter

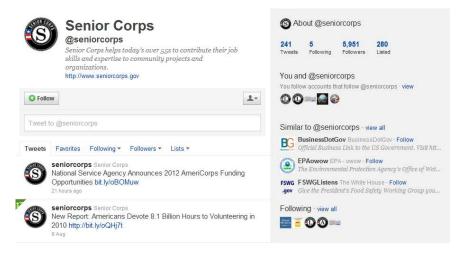




Twitter – Getting Started

- Go to www.twitter.com and create a personal Twitter account, or a Twitter account for your organization.
- A helpful tutorial can be found on <u>Twitter</u>.

Twitter Profile: Organization Twitter Profile: Personal











Twitter – Tweet Senior Corps Messages

- While logged into Twitter, type your update into the What's Happening? box.
 - Your message or "tweet" must be 140 characters or less.
 Twitter will count the characters for you.
- Click the Tweet button when you're ready to post.









Twitter - Follow Senior Corps

- Go to <u>www.twitter.com/SeniorCorps</u>
- Sign-in to your Twiter account.
- Click on the "Follow" Button.









Twitter – Retweet Senior Corps Messages

- Hover over the tweet you want to share, and click Retweet.
- The tweet now appears in your followers' timelines with your username attached.









